



technology partner

Embarcadero Technology Partner Application Form

Overview

In today's extremely fast moving environment, companies need allies like themselves who are focused on mutual goals and direction.

Use this form for:

- Embarcadero Technology Partner

By entering the Embarcadero Technology Partner Program, your company will have access to tools and benefits that are aimed at increasing the breadth of your offerings and deliver the ability to promote your technology to a global community of developers and partners. You will also have access to Embarcadero's rapid application, Web and Java development tools.

If you want a partner that is committed to helping you to grow your company, talk to us.

The Application Process

There are three steps to become an Embarcadero Technology Partner. The information you supply us will be used to evaluate your application, and if successful, may be displayed on the Embarcadero Technology Partner Directory.

1. Submit this form, completed in full and signed by an authorized officer of your organization, to the Technology Partner Program Manager, California USA.
2. The Partner Program Manager will evaluate your application, and will contact you via email normally within 2-4 weeks .
3. If successful, the Partner Program Manger will deliver a Partner Agreement for you to review and sign, and will provide details on how to pay your membership fees, if applicable.

Your participation in an Embarcadero Partner Program is conditioned upon, among other things, execution of a Partner Agreement in the form provided by your local representative governing the terms and conditions of the Partner Program and our rights and obligations as a Partner. Further, your rights to receive and use certain products and services offered to you under the Embarcadero Partner Program may be subject to the terms and conditions of Embarcadero's standard license agreements, guidelines and other terms of use established by Embarcadero from time to time.

For More Information

Visit <http://tp.embarcadero.com>, email or telephone the worldwide Technology Partner Program Manager:

Technology Partner Program Manager
(worldwide)
christine.ellis@embarcadero.com

Christine Ellis
Technology Partner Program
5617 Scotts Valley Drive
Scotts Valley, CA 95066 USA

Telephone USA: +1 831.431.5206

Technology Partner Program

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Information about your organization

Official Company/Organization Name _____

Mailing Address _____

City _____

State / County _____

Postal / Zip Code _____

Country _____

Phone _____

Fax _____

Web Page _____

Name and position of President / Owner /
Managing Directory / Principal / etc. _____

Date established _____

Number of employees:

Developers _____

Sales _____

Technical Support _____

Marketing _____

Training Instructors _____

Administrative _____

How long has your organization used Embarcadero products?

Software development activities _____

Consulting _____

Training _____

Sales _____

With which Embarcadero products to you have experience? (Check all that apply)

3rd Rail™

Delphi Prism™

JBuilder®

C++Builders®

Delphi® of PHP

Embarcadero™ RAD Studio

Delphi®

InterBase®

TurboRuby®

Which operating systems do you primarily use and support for software development? (Check all that apply)

Java

.NET

Symbian

Linux

MacOSX

Mobile

Windows

Solaris

Other

Approximate revenue mix (in percentages):

Software Development _____

Technical Support _____

Training _____

Software Reselling _____

Consulting _____

Hardware _____

Please provide a brief description of your company that you would use to advertise your company objectives and products.:

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Primary program contact person

The individual responsible for primary communications between your organization and Embarcadero.

Name & Title

Shipping Address *(Please no PO boxes)*

City

State / County

Postal / Zip Code

Country

Phone

Toll-free Phone

Mobile Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

Program technical / R&D contact person

The individual who will receive field test software from Embarcadero.

Name & Title

Shipping Address *(Please no PO boxes)*

City

State / County

Postal / Zip Code

Country

Phone

Toll-free Phone

Mobile Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

Public relations contact person

The individual responsible for press/media releases and events.

Name & Title

Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

Sales contact person

The individual to whom customer referrals will be passed, if appropriate.

Name & Title

Phone

Fax

Email

(Must match email address used on the Embarcadero Developer Network—EDN)

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Product information

By providing Embarcadero with this information, we will be able to keep you up-to-date on the latest Embarcadero products and opportunities. In addition, this information will be included on Embarcadero Web site(s) as appropriate.

Please duplicate this page and complete for each product that is compatible with Embarcadero technology.

Name of Product _____

Version Number _____

Date of Release _____

With which Embarcadero products is this product compatible? (Check all that apply)

- | | | |
|---------------------------------------|---|--|
| <input type="checkbox"/> 3rd Rail™ | <input type="checkbox"/> Delphi Prism™ | <input type="checkbox"/> JBuilder® |
| <input type="checkbox"/> C++Builders® | <input type="checkbox"/> Delphi® of PHP | <input type="checkbox"/> Embarcadero™ RAD Studio |
| <input type="checkbox"/> Delphi® | <input type="checkbox"/> InterBase® | <input type="checkbox"/> TurboRuby® |

Into what categories does your product fit?

- | | | | |
|--|--|--|---|
| <input type="checkbox"/> Accounting Package | <input type="checkbox"/> Imaging | <input type="checkbox"/> Open Tool | <input type="checkbox"/> Software Quality Assurance |
| <input type="checkbox"/> ActiveX Control | <input type="checkbox"/> Java Beans Components | <input type="checkbox"/> Programming Tool | <input type="checkbox"/> Software Utility |
| <input type="checkbox"/> Analysis and Design | <input type="checkbox"/> Java Card | <input type="checkbox"/> Report Designer | <input type="checkbox"/> Spreadsheet |
| <input type="checkbox"/> CASE Tool | <input type="checkbox"/> Localization Tool | <input type="checkbox"/> SIM | <input type="checkbox"/> Web Form |
| <input type="checkbox"/> Communication Tool | <input type="checkbox"/> Mathematics Library | <input type="checkbox"/> SIM Toolkit | <input type="checkbox"/> Web Services |
| <input type="checkbox"/> Component | <input type="checkbox"/> Messaging | <input type="checkbox"/> Sales Automation | <input type="checkbox"/> Web Tool |
| <input type="checkbox"/> Compression Library | <input type="checkbox"/> Middleware | <input type="checkbox"/> Scheduler/Project Planning | <input type="checkbox"/> Windows Form |
| <input type="checkbox"/> Data Acquisition | <input type="checkbox"/> Mobile | <input type="checkbox"/> Scientific and Engineering | <input type="checkbox"/> Wireless |
| <input type="checkbox"/> Database Development Tool | <input type="checkbox"/> Mobile/Wireless Solution | <input type="checkbox"/> Scripting | <input type="checkbox"/> XML |
| <input type="checkbox"/> Database Management Tool | <input type="checkbox"/> Multimedia | <input type="checkbox"/> Security System | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Debugging Tool | <input type="checkbox"/> Networking / Connectivity | <input type="checkbox"/> Setup / Installation / Distribution | |
| <input type="checkbox"/> Development / Management Tool | <input type="checkbox"/> Object Modeling Tool | <input type="checkbox"/> Smart card | |

Brief product marketing statement

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Please duplicate this page and complete for each product that is compatible with Embarcadero technology.

Applicant Name _____

Position _____

Date _____

Signature _____



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Scotts Valley, CA 95066 USA
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